

Employer Information

Organization Name: BrakeTechnique, Inc.

Organization Web Site: www.braketechnique.com

About Our Organization: Since 1987, BrakeTechnique®, Inc. has been a distributor specializing in supplying clutches, brakes, friction materials, and related products for all types of industries. The founders and employees have worked very hard to make BrakeTechnique®, Inc. a trusted, reliable, and leading distributor to the industrial marketplace.

Job Information: Outside Sales Engineer

Job Location: OH

Hours/Week: 40

Other Information:

- Sales territory would be the majority of the state of OH. Applicant must be willing to travel four to five days per week.

Starting Salary: Base salary + commission

Benefits:

- Health Insurance
- Vacation
- 401k with employer matching
- Sick Leave
- Personal Time
- Holidays
- Life Insurance
- Vision Insurance

How to apply:

Send resumes to: BrakeTechnique, Inc., 196 Universal Road, Selinsgrove, PA 17870 or Email to: bereber@braketechnique.com

Job Description

Tasks

- Sell products requiring extensive technical expertise and support for installation and use on industrial applications.
- Confer with customers and engineers to assess equipment needs and to determine system requirements.
- Visit prospective buyers at commercial, industrial, or other establishments to show samples or catalogs, and to inform them about product pricing, availability, and advantages.
- Research and identify potential customers for products or services.
- Provide technical and non-technical support and services to clients or other staff members regarding the use, operation, and maintenance of equipment.
- Recommend improved materials or machinery to customers, documenting how such changes will lower costs or increase production.
- Develop sales plans to introduce products in new markets.
- Collaborate with sales teams to understand customer requirements, to promote the sale of company products, and to provide sales support.
- Plan and modify product configurations to meet customer needs.

Work Activities

- Selling or Influencing Others
- Establishing and Maintaining Interpersonal Relationships
- Communicating with Supervisors & Peers
- Communicating with Persons Outside Organization
- sell products or services
- obtain information from individuals
- read technical drawings
- read schematics

Qualifications**Education and Experience**

Years of Experience: Five +

Education: Some College

Skills**Specific Skills:**

- Applicant must be self-motivated and possess excellent time management skills. They must have an excellent mechanical aptitude and communication skills.

Preferred:

- Engineering and Technology Background